



# ***Mentor-Protégé Program***

## **Army Mentor-Protégé Program March 2012**

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Mentor-Protégé Program Manager**





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# *Agenda*

- ❑ Background
- ❑ Eligibility
- ❑ Types of Agreements
- ❑ Program Benefits
- ❑ How to Participate
- ❑ Lessons Learned





# *Background*

- ❑ Established in 1991 - P.L. 101-510 to provide incentives to prime contractors to develop the technical and business capabilities of eligible protégés to increase their participation in both prime contracts and subcontracts
- ❑ An Amendment to The National Defense Authorization Act for FY 2011 extended the MPP until **30 Sep 2011** for approval of new agreements, and until **30 Sep 2015** for incurred costs





# ***Who is Eligible?***

## Mentors

- ❑ Have at least one active approved subcontracting plan negotiated with DoD
- ❑ Be eligible for award of Federal contracts
- ❑ May be an 8(a) Graduate
- ❑ Committed to small business & protégé
- ❑ Can mentor more than 1 protégé under separate agreements





# ***Who is Eligible?***

## Protégés

- ☐ Certified and Self Certified Small Disadvantaged Business
- ☐ Qualified organizations employing the severely disabled
- ☐ Women-Owned Small Business
- ☐ Indian-Owned Small Business
- ☐ Native Hawaiian Organization-Owned Small Business
- ☐ Qualified HUB zone Small Business
- ☐ Service-Disabled Veteran-Owned Small Business
- ☐ Be eligible for award of Federal contracts





# ***Types of Agreements***

**Credit** – Allows mentor to receive credit against their SDB subcontracting goals for costs incurred due to development assistance provided to the protégé.

**Direct Reimbursement** – Allows mentor to receive monetary reimbursement of costs incurred due to development assistance provided to the protégé.

**Hybrid Agreement** – Requires mentor to self-fund base year activities (receiving credit against their SDB subcontracting goals for costs incurred), with costs reimbursed in the option year(s).





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# ***Mentor Benefits***

- ❑ Long-term relationship with business partner
- ❑ Qualified source at competitive prices
- ❑ Ability to award subcontracts directly
- ❑ Help achieve subcontracting goals
- ❑ Subcontracting opportunities





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# ***Protégé Benefits***

- ❑ Technology Transfer
- ❑ Technical Management Skills
- ❑ Long-term Relationship
- ❑ Enhanced Competitiveness
- ❑ Subcontracting Opportunities
- ❑ Prime Contracting Opportunities







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## ***Army Mentor-Protégé Program***

### **Army**

- ❑ Application Process using specific evaluation criteria
- ❑ Stand alone contracts issued by US Army Space & Missile Defense Command
- ❑ Non-Manufacturing Agreements <\$500,000, Manufacturing may be higher but cannot exceed \$1 Million a year





# ***How to Participate***

## **Initiating Contact**

- Market/Establish Relationship
- Like capabilities
- Needs Assessment
- Location
- Future Goals
- Expected Outcomes





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## ***How to Apply***

- ❑ DOD delegated approval authority to Services beginning FY 2004 for cost reimbursement agreements
- ❑ Review Army website [www.sellingtoarmy.info](http://www.sellingtoarmy.info) for submittal of Hybrid and Reimbursable proposals
- ❑ Remaining due date for FY12 - **15 Jun 2012**





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# ***How to Apply***

- ❑ Visit our website [www.sellingtoarmy.info](http://www.sellingtoarmy.info) & click the link for the Mentor-Protégé Program
- ❑ Click the "***Legislative & Policy Information***" box to view Army Mentor-Protégé Policies & Procedures and Army FY12 Proposal Instructions
- ❑ Click the "***Business Development Center***" box to retrieve required templates for proposal submission





## **Impediments to success:**

- ☐ Subcontracting expectations unrealized
- ☐ Poor communication and weak commitment between Mentor and Protégé
- ☐ Remote geographic location
- ☐ Conflicting goals, lack of program integration
- ☐ Inordinate expense to Protégé
- ☐ There are unreimbursed costs for both the mentor and the protégé





## **Contributors to Success**

- ☐ Compatibility of Mentor and Protégé
- ☐ Strong Management Focus
- ☐ Periodic reviews/modifications of agreement, as needed
- ☐ Assistance aligned with Protégé's strategic vision
- ☐ Commitment by both parties to the agreement
- ☐ Technology transfer provides potential subcontracting opportunities for the protégé





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## *Points of Contact*

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